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POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K2O)

JULY - SEPTEMBER

	CANADIAN PRODUCERS 1987	1986	Change %	UNITED STATES PRODUCERS 1987	1986	Change %	TOTAL CANADIAN & U.S. PRODUCERS 1987	1986	Change %
Beginning Inventory	1,259,676	1,690,234	-25.5%	219,620	294,222	-25.4%	1,479,296	1,984,456	-25.5%
(+) Production	1,641,291	1,441,207	13.9%	282,264	362,165	-22.1%	1,923,555	1,803,372	6.7%
(-) Ending Inventory	1,057,889	1,461,997	-27.6%	147,947	348,518	-57.5%	1,205,836	1,810,515	-33.4%
(=) Total Disappearance	1,843,078	1,669,444	10.4%	353,937	307,869	15.0%	2,197,015	1,977,313	11.1%
(-) Exports	772,162	709,550	8.8%	181,476	162,503	11.7%	953,638	872,053	9.4%
(=) Disappearance-Canada & United States	1,070,916	959,894	11.6%	172,461	145,366	18.6%	1,243,377	1,105,260	12.5%

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

JULY-SEPTEMBER QUARTER, 1987 & 1986

	PRODUCTION		ENDING INVENTORY, September 30				DISAPPEARANCE	
	1987 JUL-SEP	1986	MINE SITE	OFFSITE	1987	1986	1987 JUL-SEP	1986
MURIATE								
Special Standard	54,375	46,571	34,680	23,431	58,111	45,162	77,826	39,668
Standard	471,101	512,846	209,600	214,455	424,055	494,268	523,787	563,010
Chemical	16,909	15,779	7,232	5,556	12,788	6,533	15,902	16,678
Coarse	513,211	433,623	107,681	127,738	235,419	445,648	633,439	584,802
Granular	708,478	598,959	169,368	130,411	299,779	565,659	763,924	604,169
Soluble	111,397	144,438	70,088	57,189	127,277	166,621	124,365	116,147
Sulphates	48,084	51,156	27,237	21,169	48,406	86,624	57,773	52,839
TOTAL:	1,923,555	1,803,372	625,886	579,949	1,205,835	1,810,515	2,197,016	1,977,313

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-SEPTEMBER	
	1987 JUL-SEP	1986	1987 JUL-SEP	1986	1987 JUL-SEP	1986	1987 JUL-SEP	1986	1987	1986
MURIATE										
Special Std	15	19	37,356	30,356	-	-	-	-	37,371	30,375
Standard	60,680	75,750	431,496	474,486	69,259	42,369	8,454	935	569,889	593,540
Chemical	-	183	-	41	1,639	15,903	1,079	312	2,718	16,439
Coarse	564,665	527,206	99,429	93,412	-	-	-	-	664,094	620,618
Granular	404,720	317,819	302,234	205,569	-	-	-	-	706,954	523,388
Soluble	69,613	39,368	30,262	32,041	23,181	24,597	14,913	11,139	137,969	107,145
Sulphates	23,166	23,277	28,415	23,748	1,576	643	-	14	53,157	47,682
TOTAL:	1,122,859	983,622	929,192	859,653	95,655	83,512	24,446	12,400	2,172,152	1,939,187

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE

QUARTERLY EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JULY - SEPTEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	809	809
Australia	0	11,052	31,020	0	2,485	44,557
Bangladesh	42,081	0	0	0	0	42,081
Bolivia	0	0	2,005	0	0	2,005
Brazil	44,639	56,749	197,616	0	0	299,004
Chile	3,476	673	0	0	3,307	7,456
China	55,431	0	0	0	8,502	63,933
Columbia	4,400	4,085	0	0	1,576	10,061
Costa Rica	5,390	0	2,959	0	1,829	10,178
Denmark	20,145	0	0	0	0	20,145
Dom. Republic	0	0	6,481	0	396	6,877
Ecuador	1,582	1,389	2,876	0	812	6,659
Guatemala	3,499	0	0	0	121	3,620
Holland	6,292	0	26,669	0	0	32,961
Honduras	0	0	419	0	0	419
India	202	0	0	4,346	0	4,548
Indonesia	41,506	0	0	0	0	41,506
Japan	43,727	21,796	10,997	20,253	7,602	104,375
Korea	60,032	0	0	4,484	0	64,516
Malaysia	54,356	0	0	0	0	54,356
Mexico	15,428	0	0	0	38	15,466
New Zealand	0	0	0	0	51	51
Norway	10,137	0	0	0	0	10,137
Panama	0	0	1,481	0	160	1,641
Peru	8,631	0	0	0	0	8,631
Philippines	12,606	0	0	0	0	12,606
South Africa	0	0	6,696	0	0	6,696
Spain	0	0	0	0	727	727
Sri Lanka	10,080	0	0	0	0	10,080
Switzerland	20,275	3,685	6,075	0	0	30,035
Taiwan	4,937	0	0	1,179	0	6,116
Venezuela	0	0	6,924	0	0	6,924
West Germany	0	0	16	0	0	16
TOTAL AG:	468,852	99,429	302,234	30,262	28,415	929,192
NON-AGRICULTURAL						
Japan	4,290	-	-	12,001	0	16,291
Korea	313	-	-	0	0	313
Malaysia	138	-	-	0	0	138
Mexico	1,105	-	-	0	0	1,105
Sweden	278	-	-	0	0	278
Switzerland	0	-	-	2,912	0	2,912
United Kingdom	50	-	-	0	0	50
West Germany	3,359	-	-	0	0	3,359
TOTAL NON-AG:	9,533	-	-	14,913	0	24,446
TOTAL EXPORTS	**478,385**	**99,429**	**302,234**	**45,175**	**28,415**	**953,638**

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

JULY-SEPTEMBER QUARTER, 1987 & 1986

	PRODUCTION		ENDING INVENTORY, September 30				DISAPPEARANCE	
	1987	JUL-SEP 1986	MINE SITE	OFFSITE	1987	1986	1987	JUL-SEP 1986
MURIATE								
Special Standard	54,375	46,571	34,680	23,431	58,111	45,162	77,826	39,668
Standard	402,527	378,702	159,262	213,870	373,132	357,983	436,156	438,388
Chemical	14,531	12,769	5,990	5,556	11,546	4,654	13,999	12,296
Coarse	482,158	408,657	100,962	127,738	228,700	423,007	598,451	568,891
Granular	579,362	453,986	131,000	128,982	259,982	469,801	595,290	499,263
Soluble	108,338	140,522	69,229	57,189	126,418	161,390	121,356	110,938
TOTAL:	1,641,291	1,441,207	501,123	556,766	1,057,889	1,461,997	1,843,078	1,669,444

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-SEPTEMBER	
	1987	JUL-SEP 1986	1987	JUL-SEP 1986	1987	JUL-SEP 1986	1987	JUL-SEP 1986	1987	1986
MURIATE										
Special Std	15	19	37,356	30,356	-	-	-	-	37,371	30,375
Standard	38,788	56,349	404,144	383,911	39,970	18,029	-	125	482,902	458,414
Chemical	-	183	-	-	-	11,665	801	299	801	12,147
Coarse	540,905	518,337	88,742	88,212	-	-	-	-	629,647	606,549
Granular	330,965	273,858	195,944	163,502	-	-	-	-	526,909	437,360
Soluble	68,186	35,674	30,262	32,006	21,581	19,974	14,913	11,139	134,942	98,793
TOTAL:	978,859	884,420	756,448	697,987	61,551	49,668	15,714	11,563	1,812,572	1,643,638

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY - SEPTEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	11,052	31,020	0	42,072
Bangladesh	42,081	0	0	0	42,081
Brazil	41,428	54,748	114,487	0	210,663
China	55,431	0	0	0	55,431
Denmark	20,145	0	0	0	20,145
Guatemala	3,499	0	0	0	3,499
Holland	6,292	0	26,669	0	32,961
India	202	0	0	4,346	4,548
Indonesia	41,506	0	0	0	41,506
Japan	43,727	19,257	10,997	20,253	94,234
Korea	60,032	0	0	4,484	64,516
Malaysia	54,356	0	0	0	54,356
Mexico	14,766	0	0	0	14,766
Norway	10,137	0	0	0	10,137
Philippines	12,606	0	0	0	12,606
South Africa	0	0	6,696	0	6,696
Sri Lanka	10,080	0	0	0	10,080
Switzerland	20,275	3,685	6,075	0	30,035
Taiwan	4,937	0	0	1,179	6,116
TOTAL AG:	441,500	88,742	195,944	30,262	756,448
NON-AGRICULTURAL					
Japan	275	-	-	12,001	12,276
Korea	313	-	-	0	313
Malaysia	138	-	-	0	138
Switzerland	0	-	-	2,912	2,912
United Kingdom	50	-	-	0	50
West Germany	25	-	-	0	25
TOTAL NON-AG:	801	-	-	14,913	15,714
TOTAL EXPORTS	**442,301**	**88,742**	**195,944**	**45,175**	**772,162**

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

JULY-SEPTEMBER QUARTER, 1987 & 1986

	PRODUCTION		ENDING INVENTORY, September 30				DISAPPEARANCE	
	1987 JUL-SEP	1986	MINE SITE	OFFSITE	1987	1986	1987 JUL-SEP	1986
MURIATE								
Standard	68,574	134,144	50,338	585	50,923	136,285	87,631	124,622
Chemical	2,378	3,010	1,242	-	1,242	1,879	1,903	4,382
Coarse	31,053	24,966	6,719	-	6,719	22,641	34,988	15,911
Granular	129,116	144,973	38,368	1,429	39,797	95,858	168,634	104,906
Soluble	3,059	3,916	859	-	859	5,231	3,009	5,209
Sulphates	48,084	51,156	27,237	21,169	48,406	86,624	57,773	52,839
TOTAL:	282,264	362,165	124,763	23,183	147,946	348,518	353,938	307,869

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-SEPTEMBER
	1987 JUL-SEP	1986	1987 JUL-SEP	1986	1987 JUL-SEP	1986	1987 JUL-SEP	1986	1987 1986
MURIATE									
Standard	21,892	19,401	27,352	90,575	29,289	24,340	8,454	810	86,987 135,126
Chemical	-	-	-	41	1,639	4,238	278	13	1,917 4,292
Coarse	23,760	8,869	10,687	5,200	-	-	-	-	34,447 14,069
Granular	73,755	43,961	106,290	42,067	-	-	-	-	180,045 86,028
Soluble	1,427	3,694	-	35	1,600	4,623	-	-	3,027 8,352
Sulphates	23,166	23,277	28,415	23,748	1,576	643	-	14	53,157 47,682
TOTAL:	144,000	99,202	172,744	161,666	34,104	33,844	8,732	837	359,580 295,549

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE

QUARTERLY EXPORT SALES - U.S. PRODUCERS - (Short Tons K2O)

JULY - SEPTEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	809	809
Australia	0	0	0	0	2,485	2,485
Bolivia	0	0	2,005	0	0	2,005
Brazil	3,211	2,001	83,129	0	0	88,341
Chile	3,476	673	0	0	3,307	7,456
China	0	0	0	0	8,502	8,502
Columbia	4,400	4,085	0	0	1,576	10,061
Costa Rica	5,390	0	2,959	0	1,829	10,178
Dom. Republic	0	0	6,481	0	396	6,877
Ecuador	1,582	1,389	2,876	0	812	6,659
Guatemala	0	0	0	0	121	121
Honduras	0	0	419	0	0	419
Japan	0	2,539	0	0	7,602	10,141
Mexico	662	0	0	0	38	700
New Zealand	0	0	0	0	51	51
Panama	0	0	1,481	0	160	1,641
Peru	8,631	0	0	0	0	8,631
Spain	0	0	0	0	727	727
Venezuela	0	0	6,924	0	0	6,924
West Germany	0	0	16	0	0	16
TOTAL AG:	27,352	10,687	106,290	0	28,415	172,744
NON-AGRICULTURAL						
Japan	4,015	-	-	0	0	4,015
Mexico	1,105	-	-	0	0	1,105
Sweden	278	-	-	0	0	278
West Germany	3,334	-	-	0	0	3,334
TOTAL NON-AG:	8,732	-	-	0	0	8,732
TOTAL EXPORTS	**36,084**	**10,687**	**106,290**	**0**	**28,415**	**181,476**